

Pros/Cons of Entering into a Staff Augmentation Contract with MSP

- 10/26/06 -

Pros	Cons	Observations/Questions
<ol style="list-style-type: none"> 1. Using another state’s vehicle to purchase accelerates the ability to achieve the savings. 2. It accelerates your ability to gain access to people (one stop shopping). 3. Includes Metrics – measured against performance standards. 4. If you get someone who isn’t a good fit, there is a process to get someone else. 5. Part of the contract includes an internship program (which enhances your ability to recruit) 	<ol style="list-style-type: none"> 1. Unable to retain existing contractors on existing contracts (may be losing someone who has been doing a good job and has a history with the agency/project). 2. Issue of using an Iowa based company (may not be a level playing field). 	<ol style="list-style-type: none"> 1. How would this affect the current TSB program? Could we continue? 2. Security – Is it adequately addressed? Needs to be evaluated. 3. There are differences in how people see staff augmentation. 4. What would we have to change in our current procurement procedures/policies to allow this? 5. Time investment (is there an ROI?) 6. What is the region definition? 7. Comparison of the wage rate and bill rate. Are benefits included? 8. Iowa doesn’t have a lot of marketplace muscle (compared to Pennsylvania). 9. Will this affect our ability to use local companies/offices and talent?

FOR DISCUSSION PURPOSES ONLY